



Presented To:

**U.S. Army Medical Command
HCAA Small Business Office
Ft. Sam Houston, TX**

March 2, 2004

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- Comprehensive Quality

- Experience and Expertise

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InteliStaf Company Overview

History

- ❖ Founded in 1989 by Ralph Friedman, current CEO
- ❖ Ownership
 - Financial sponsors - The Carlyle Group & RehabCare Group, Inc.
 - Privately held
- ❖ Growth
 - Acquired StarMed in February 2004
 - Procured Olsten/Gentiva Healthcare Staffing in October 2000
 - Now ranked as a top three national healthcare staffing company
 - Compound annual growth rate since 1997 > 32%
- ❖ Focused on high-end clinical staffing
 - Core competency in nursing
 - Quality of information systems and credentialing

InteliStaf Company Overview

Services

- ❖ Over 100 offices nationally
- ❖ Travel divisions located in Dallas, TX, Boston, MA, and Clearwater, FL
- ❖ One of the largest healthcare staffing employers
 - Over 40,000 active field employees
 - > 3,700 clients nationwide for per diem and travel services
 - 500 office staff members
 - 85% of services delivered to the acute care setting
- ❖ Multi-disciplinary single source staffing capability
 - Nursing
 - Radiology
 - Therapy
 - Laboratory/Pharmacy
 - Professional Administrative

InteliStaf Company Overview

Services

- ❖ Operating strengths
 - Direct Placement
 - Local & National Contract
 - Temp-to-Hire
 - Vendor Management Services/Partnerships
- ❖ Continuous world-class recruitment and credentialing
- ❖ Experienced in government contracting nationwide
 - Federal facilities such as Military MTFs, VA Medical Centers/Clinics, Prisons, Indian Health Service
 - State and local government
 - InteliStaf Federal Supply Schedule (FSS) Contract V797P-4351a

San Antonio Branch Capability

- ❖ Providing quality services and professionals to clients in the San Antonio area since 1997
 - Formerly StarMed Healthcare Personnel, Inc.
 - Approximately >150 active accounts, >275 active professionals
- ❖ Full-service staff consisting of branch management, account executive and on-call, service and payroll coordinators
 - Available to clients and professionals 24 hours/day, 7 days/week
- ❖ Successfully awarded prime contract at Wilford Hall Medical Center, Lackland AFB; currently providing 89 FTEs
 - Subcontractor to a small business for a portion of the nursing requirements at WHMC
- ❖ Willing and able to team with small business on various set asides including 8(a) arrangements
- ❖ Contact Sherry Mullins in San Antonio (210-384-0115) to discuss opportunities for unrestricted and set aside procurements!

Contractor Teaming Agreements

Benefits to Small Business

- ❖ Greatly expands contracting opportunities
- ❖ Large business can assist local/regional small business to gain nationwide exposure
- ❖ Shared responsibility in contract administration
- ❖ Small businesses acting as the prime are supported by the experience and capabilities of a large business
 - Large business may take on a mentor role if desired
- ❖ Continue to seek post-award subcontracting opportunities
 - Procurements over \$500K may require small business subcontracting plans/participation

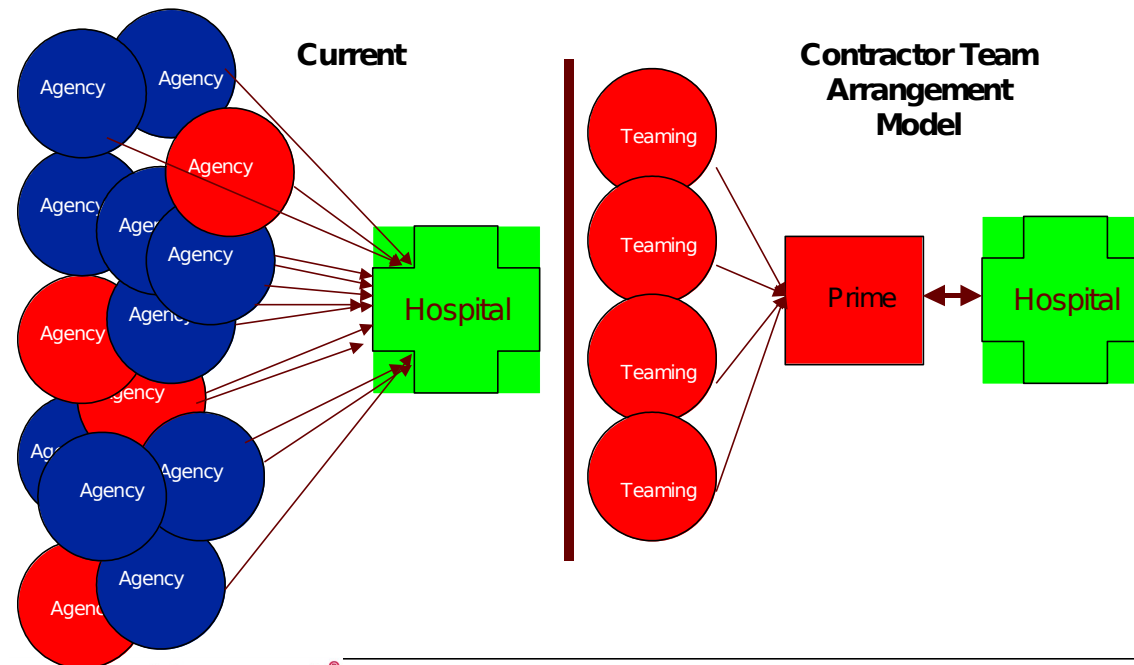
Contractor Teaming Agreements

How to Engage in Teaming Arrangements

- ❖ Begin researching teaming partners and form relationships prior to release of solicitations
 - Request face-to-face meetings to showcase your abilities
 - Utilize on-line sources such as gsa.gov and SBA matchmaking opportunities to locate teaming partners
- ❖ Understand each other's core competencies
- ❖ Be prepared to share your teaming agreement
- ❖ Terms and conditions of the prime contract must be documented via flowdown to the teaming partner/subcontractor

Contractor Teaming Agreements

Example of Strategic Staffing Model



Contractor Teaming Agreements

Marketing the Teaming Model -

Staffing Effectiveness Partnership™

- Single point of contact
- Lower cost and improvement in quality of flex labor
- Increase in volume and reliability of fulfillment
- Establish hospital as a destination employer
- Guaranteed fill rate
- Documentation management
- Hospital defined work rules
- Consolidated invoice
- Streamlined and uniform credentialing process
- Substantial cost savings
- Workforce productivity improvement

Choosing IntelliStaf as A Teaming Partner

A comprehensive, proven approach via:

- Vendor Management Services and Partnerships
- Information Management and Technology
- Comprehensive Quality
- Experience and Expertise

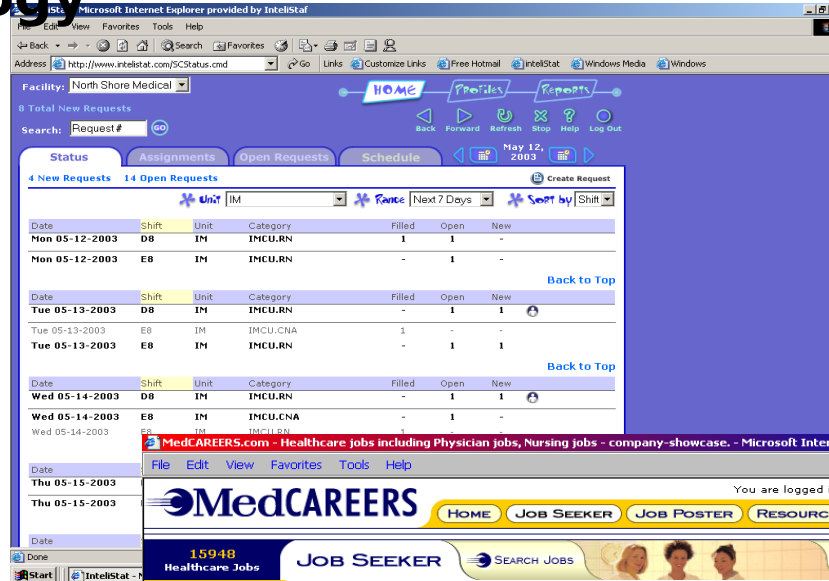
Choosing InteliStaf as A Teaming Partner

Vendor Management Services and Partnerships

- ❖ Lower staffing costs
- ❖ Improve shift fill rates
- ❖ Improve patient satisfaction
- ❖ Improve clinical outcomes
- ❖ Reduce divert frequency
- ❖ Improve hospital revenues
- ❖ Enhance the effectiveness of recruitment and retention initiatives
- ❖ Proven experience managing both national and local provider panel

Choosing IntelliStaf as A Teaming Partner Information Management and Technology

iStat



Web-enabled
staffing system
for your internal
and external use

MedCareers
Partners Job
Center



Largest
career
center
website
dedicated
exclusively
to
healthcare

Choosing IntelliStaf as A Teaming Partner

Comprehensive Quality

- ❖ World class credentialing model
- ❖ Clinical Incident tracking and reporting
- ❖ Customized orientation
- ❖ Competency assessments
- ❖ Document management
- ❖ Correlation with JCAHO staffing effectiveness standards
- ❖ Professional services manager

Choosing IntelliStaf as A Teaming Partner

Experience and Expertise

- ❖ Recognized leader in Staffing Effectiveness Partnerships™ in the healthcare industry
 - Clients have awarded contracts to IntelliStaf to improve quality of their supplemental staff while offloading the administrative burden of managing multiple agency contracts since 1998
- ❖ Over 25 years of proven staffing experience
- ❖ Proven lifecycle management skills
- ❖ Health Care Advisory Board
- ❖ Industry-leading employee satisfaction rating of 83%
- ❖ Resources available through per diem and travel divisions to fulfill all of the facility's needs under the FSS program/unrestricted procurements as well as the capability and understanding to team for set asides

THANK YOU!

Questions and Answers